

MTD Sales  
109.94 L

Brand Share %  
10.21 %

Information:

MTD : 01-11-2025 To 12-11-2025

\* Branch where in Brand Share % is less than Overall State's Brand Share **10.21 %** are only listed below

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 105.17      | 9.98 %        |
| D-Freez  | 2.56        | 16.28 %       |
| W-Disp   | 2.14        | 42.62 %       |
| Air-Cool | 0.07        | 3.20 %        |
| Total    | 109.94      | 10.21 %       |

| Sales Zone  | MTD Sales L | Brand Share % |
|-------------|-------------|---------------|
| CHENNAI-01  | 23.61       | 11.65 %       |
| TRICHY-01   | 17.14       | 9.24 %        |
| SOUTH ARCOT | 14.92       | 14.53 %       |
| SOUTH-01    | 13.65       | 8.76 %        |
| SOUTH-03    | 12.99       | 11.30 %       |
| CHENNAI-02  | 7.35        | 5.13 %        |
| WEST-01     | 7.17        | 13.67 %       |
| NORTH ARCOT | 6.46        | 12.07 %       |
| WEST-02     | 3.97        | 7.39 %        |
| KL-SOUTH    | 2.69        | 21.24 %       |
| Total       | 109.94      | 10.21 %       |

## CHENNAI-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 22.54       | 11.34 %       |
| D-Freez  | 0.58        | 21.25 %       |
| W-Disp   | 0.49        | 50.57 %       |
| Total    | 23.61       | 11.65 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH19     | 0.73        | 5.46 %        |
| CH11     | 0.58        | 9.40 %        |
| CH48     | 0.57        | 6.32 %        |
| AVD1     | 0.54        | 5.20 %        |
| CH07     | 0.43        | 4.34 %        |
| CH30     | 0.36        | 6.15 %        |
| MRM1     | 0.31        | 7.63 %        |
| CH22     | 0.30        | 6.07 %        |
| CH28     | 0.30        | 3.16 %        |
| CH08     | 0.30        | 3.51 %        |
| KNR1     | 0.26        | 9.86 %        |
| CH42     | 0.26        | 1.22 %        |
| CGL1     |             | 0.00 %        |
| CH26     |             | 0.00 %        |
| CH29     |             | 0.00 %        |
| CH37     |             | 0.00 %        |
| CH38     |             | 0.00 %        |
| GUD2     |             | 0.00 %        |
| MC09     |             | 0.00 %        |
| SKL1     |             | 0.00 %        |
| WHC3     |             | 0.00 %        |
| Total    | 23.61       | 11.65 %       |

## TRICHY-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 17.14       | 9.31 %        |
| Total    | 17.14       | 9.24 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TRY2     | 1.15        | 6.95 %        |
| TRY1     | 1.12        | 3.57 %        |
| PBR2     | 0.86        | 7.60 %        |
| KUM1     | 0.30        | 2.91 %        |
| KIK1     | 0.26        | 4.45 %        |
| APM1     |             | 0.00 %        |
| AYR1     |             | 0.00 %        |
| JKM1     |             | 0.00 %        |
| MSI1     |             | 0.00 %        |
| MVM1     |             | 0.00 %        |
| NCK1     |             | 0.00 %        |
| ORU1     |             | 0.00 %        |
| PDK1     |             | 0.00 %        |
| TRY4     |             | 0.00 %        |
| TVR1     |             | 0.00 %        |
| TYR1     |             | 0.00 %        |
| TZSD     |             | 0.00 %        |
| Total    | 17.14       | 9.24 %        |

## SOUTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 14.54       | 14.33 %       |
| D-Freez  | 0.22        | 25.60 %       |
| W-Disp   | 0.16        | 40.69 %       |
| Total    | 14.92       | 14.53 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| POY2     | 1.91        | 9.76 %        |
| KLM1     | 0.59        | 9.67 %        |
| CDM1     | 0.55        | 8.76 %        |
| KML1     | 0.26        | 5.45 %        |
| KKI2     |             | 0.00 %        |
| MKM1     |             | 0.00 %        |
| SJI2     |             | 0.00 %        |
| TDM1     |             | 0.00 %        |
| TVM1     |             | 0.00 %        |
| TVM2     |             | 0.00 %        |
| VCM1     |             | 0.00 %        |
| WHUT     |             | 0.00 %        |
| Total    | 14.92       | 14.53 %       |

**SOUTH-01**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 13.04       | 8.53 %        |
| W-Disp   | 0.48        | 40.59 %       |
| D-Freez  | 0.13        | 8.55 %        |
| Air-Cool |             | -0.37 %       |
| Total    | 13.65       | 8.76 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| TUT1     | 1.65        | 4.65 %        |
| TUT2     | 0.87        | 8.48 %        |
| NGR1     | 0.83        | 9.37 %        |
| KVT1     | 0.49        | 7.83 %        |
| VLY1     | 0.31        | 9.59 %        |
| TVL2     | 0.29        | 5.49 %        |
| MAR1     | 0.28        | 5.91 %        |
| PKD1     | 0.26        | 7.47 %        |
| SNL1     | 0.26        | 8.60 %        |
| TKS2     | 0.26        | 9.93 %        |
| VNR1     | 0.26        | 9.23 %        |
| TYI1     | 0.08        | 8.41 %        |
| APK1     |             | 0.00 %        |
| ARM1     |             | 0.00 %        |
| ASM1     |             | 0.00 %        |
| COL1     |             | 0.00 %        |
| ERL2     |             | 0.00 %        |
| KSM1     |             | 0.00 %        |
| SDI1     |             | 0.00 %        |
| SGT1     |             | 0.00 %        |
| STU2     |             | 0.00 %        |
| TCN1     |             | 0.00 %        |
| TKS1     |             | 0.00 %        |
| TKY1     |             | 0.00 %        |
| UDN1     |             | 0.00 %        |
| Total    | 13.65       | 8.76 %        |

**SOUTH-03**

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 12.72       | 11.20 %       |
| W-Disp   | 0.20        | 48.90 %       |
| Air-Cool | 0.07        | 19.38 %       |
| Total    | 12.99       | 11.30 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| MDU6     | 0.57        | 6.71 %        |
| KKD3     | 0.29        | 1.94 %        |
| TMM1     | 0.28        | 9.27 %        |
| ADP1     |             | 0.00 %        |
| BNR1     |             | 0.00 %        |
| CBM1     |             | 0.00 %        |
| CMR1     |             | 0.00 %        |
| DKI1     |             | 0.00 %        |
| KPT1     |             | 0.00 %        |
| KRR1     |             | 0.00 %        |
| MDU5     |             | 0.00 %        |
| MLR1     |             | 0.00 %        |
| MPA1     |             | 0.00 %        |
| NKI1     |             | 0.00 %        |
| NTM1     |             | 0.00 %        |
| ODM1     |             | 0.00 %        |
| PKM1     |             | 0.00 %        |
| PNI1     |             | 0.00 %        |
| PVI1     |             | 0.00 %        |
| SGP1     |             | 0.00 %        |
| SZSD     |             | 0.00 %        |
| TDI1     |             | 0.00 %        |
| TEN1     |             | 0.00 %        |
| TEN2     |             | 0.00 %        |
| TPT1     |             | 0.00 %        |
| USL1     |             | 0.00 %        |
| WHMD     |             | 0.00 %        |
| Total    | 12.99       | 11.30 %       |

## CHENNAI-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.76        | 4.79 %        |
| W-Disp   | 0.33        | 41.22 %       |
| D-Freez  | 0.25        | 26.84 %       |
| Total    | 7.35        | 5.13 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CH03     | 0.92        | 8.69 %        |
| CH24     | 0.82        | 8.91 %        |
| MJR1     | 0.67        | 8.49 %        |
| CH15     | 0.56        | 2.46 %        |
| CH18     | 0.43        | 5.19 %        |
| CH09     | 0.34        | 8.09 %        |
| CH44     | 0.32        | 5.43 %        |
| CH12     |             | 0.00 %        |
| CH17     |             | 0.00 %        |
| CH20     |             | 0.00 %        |
| CH21     |             | 0.00 %        |
| CH27     |             | 0.00 %        |
| CH31     |             | 0.00 %        |
| CH32     |             | 0.00 %        |
| CH34     |             | 0.00 %        |
| CH36     |             | 0.00 %        |
| CH41     |             | 0.00 %        |
| MC06     |             | 0.00 %        |
| PON1     |             | 0.00 %        |
| UKI1     |             | 0.00 %        |
| Total    | 7.35        | 5.13 %        |

## WEST-01

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 6.39        | 12.97 %       |
| D-Freez  | 0.61        | 29.61 %       |
| W-Disp   | 0.17        | 31.58 %       |
| Total    | 7.17        | 13.67 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| CBE2     | 0.68        | 4.26 %        |
| TPR2     | 0.28        | 7.26 %        |
| KMR1     | 0.27        | 9.74 %        |
| GBM1     | 0.21        | 8.65 %        |
| ANR1     |             | 0.00 %        |
| CBE5     |             | 0.00 %        |
| CBE6     |             | 0.00 %        |
| CNR1     |             | 0.00 %        |
| DPM2     |             | 0.00 %        |
| KGM1     |             | 0.00 %        |
| KMD1     |             | 0.00 %        |
| PDM1     |             | 0.00 %        |
| PPI1     |             | 0.00 %        |
| SNR1     |             | 0.00 %        |
| SUL1     |             | 0.00 %        |
| SYM2     |             | 0.00 %        |
| TPR1     |             | 0.00 %        |
| TPR3     |             | 0.00 %        |
| Total    | 7.17        | 13.67 %       |

## NORTH ARCOT

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 5.72        | 11.35 %       |
| D-Freez  | 0.58        | 21.28 %       |
| W-Disp   | 0.15        | 52.16 %       |
| Total    | 6.46        | 12.07 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| SBR1     | 0.65        | 10.19 %       |
| KPM2     | 0.59        | 9.55 %        |
| ABR1     |             | 0.00 %        |
| ANI1     |             | 0.00 %        |
| ARC2     |             | 0.00 %        |
| BGR1     |             | 0.00 %        |
| CGM1     |             | 0.00 %        |
| CYR1     |             | 0.00 %        |
| GDM1     |             | 0.00 %        |
| KPM1     |             | 0.00 %        |
| PLR1     |             | 0.00 %        |
| SLG1     |             | 0.00 %        |
| TRR1     |             | 0.00 %        |
| UGI1     |             | 0.00 %        |
| VNB1     |             | 0.00 %        |
| VSI1     |             | 0.00 %        |
| WHVL     |             | 0.00 %        |
| WJP1     |             | 0.00 %        |
| Total    | 6.46        | 12.07 %       |

## WEST-02

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 3.62        | 7.04 %        |
| D-Freez  | 0.17        | 9.20 %        |
| W-Disp   | 0.17        | 100.00 %      |
| Total    | 3.97        | 7.39 %        |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| ATU1     | 0.30        | 10.08 %       |
| ERD1     | 0.26        | 5.22 %        |
| SLM2     | 0.08        | 1.47 %        |
| CMI1     |             | 0.00 %        |
| DPR1     |             | 0.00 %        |
| DPR2     |             | 0.00 %        |
| EDP1     |             | 0.00 %        |
| EPI1     |             | 0.00 %        |
| HRR1     |             | 0.00 %        |
| HSR1     |             | 0.00 %        |
| KMM1     |             | 0.00 %        |
| KRI1     |             | 0.00 %        |
| KVP1     |             | 0.00 %        |
| MCR1     |             | 0.00 %        |
| MTR1     |             | 0.00 %        |
| NKL2     |             | 0.00 %        |
| OML1     |             | 0.00 %        |
| PDR1     |             | 0.00 %        |
| PLC1     |             | 0.00 %        |
| PMP1     |             | 0.00 %        |
| RSP1     |             | 0.00 %        |
| SGG1     |             | 0.00 %        |
| SGI1     |             | 0.00 %        |
| SLM3     |             | 0.00 %        |
| TCG1     |             | 0.00 %        |
| VKL1     |             | 0.00 %        |
| VPD1     |             | 0.00 %        |
| WHPD     |             | 0.00 %        |
| Total    | 3.97        | 7.39 %        |

## KL-SOUTH

| Property | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| Air-Cond | 2.69        | 24.15 %       |
| Total    | 2.69        | 21.24 %       |

| Branch * | MTD Sales L | Brand Share % |
|----------|-------------|---------------|
| KLR1     |             | 0.00 %        |
| PAS1     |             | 0.00 %        |
| Total    | 2.69        | 21.24 %       |